

Who should order the *Financing Guide*?

- Recycling market development officials
- Economic developers

- Recycling entrepreneurs

How can a hard copy of the *Guide* be ordered?

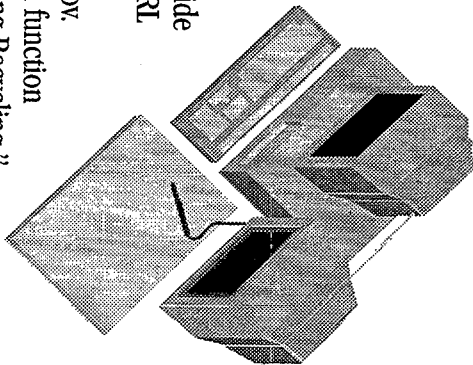
The *Guide* is available free of charge compliments of the U.S. EPA through the RCRA Hotline at (800) 424-9346.

How can the *Guide* be accessed on the Internet?

The *Guide* is available from the EPA World Wide Web site at the URL address

<http://www.epa.gov>.

Locate the search function and type "Financing Recycling."



United States
Environmental Protection
Agency/5305W
Washington, DC 20460

Official Business
Penalty for Private Use
\$300

EPA A Financing

Guide for Recycling Businesses:

Investment
Forums, Meetings
and Networks

United States
Environmental Protection Agency
Solid Waste and Emergency Response (5306W)

EPA530-F-96-039

September 1996

Venture Fairs
Angel Investors
Capital Networks
Business Plans
SCORU-7 Offerings
Recycling Investment Forums

A Financing Guide for Recycling Businesses:

Investment Forums, Meetings and Networks

Recycling is a growth industry which provides investment opportunities while serving our environment. New and expanding recycling ventures require access to capital, yet the financing community

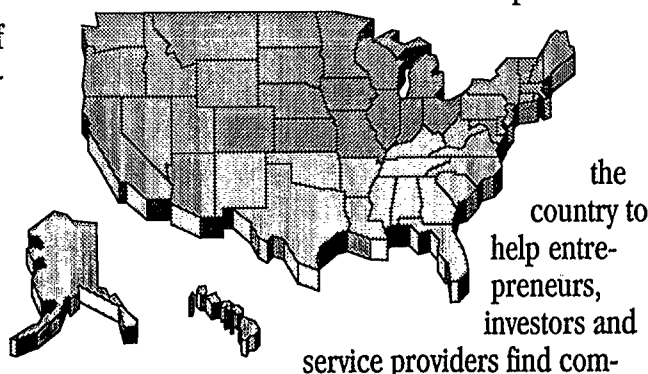
often is unaware of the opportunities these ventures represent. The U.S. EPA developed this *Financing Guide* to help recycling ventures identify sources of needed capital and to foster awareness of these opportunities among financiers. The *Guide* provides information on:

Recycling Business Planning: documenting the business strengths necessary for recycling enterprises to attract significant investment. Areas addressed include the company's mission and history, the management team, marketing, operations, and financing.

Business Financing Strategies: ways for entrepreneurs and economic developers to identify a wide range of potential financial partners, including individual "angel" investors. Cost-effective methods for structuring equity capitalization are also reviewed, including Small Corporate Offering Registrations (SCOR offerings).

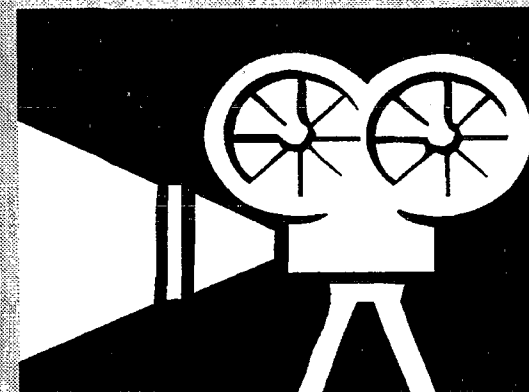
Recycling Investment Forums: recommendations for economic developers and prospective forum organizers on the design of forums for investors to meet recycling businesses.

Investment Forum, Meeting, Network and Association Directory: a listing of over 100 investment forums, meetings, and networks that have developed across



service providers find compatible partners. The directory documents many strategies that have evolved across the country for fostering small business capital formation and entrepreneurship.

Recycling Investment Forum Videotape



A 25-minute videotape is available as a companion to the *Financing Guide*. The video documents how recycling investment forums can help foster access to capital and entrepreneurial training for the recycling industry. The video was produced by South Carolina Educational Television using footage of interviews and presentations conducted at the Southeastern Recycling Investment Forum conducted on November 15-16, 1996 in Charleston, South Carolina.

The video is most appropriate for recycling market development and economic development officials and can be ordered from the National Recycling Coalition (NRC) at (703)683-9025.